

## Message Text

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21

ACTION COME-00

INFO OCT-01 NEA-14 ISO-00 EB-11 AID-20 DRC-01 RSC-01 /048 W

----- 071531

R 080515Z MAY 74

FM AMEMBASSY KUWAIT

TO SECSTATE WASHDC 9510

INFO AMEMBASSY ABU DHABI

/AMEMBASSY BEIRUT (POUCH)

AMCONSUL DHAHRAN

AMEMBASSY DOHA

AMEMBASSY MANAMA

AMEMBASSY MUSCAT

UNCLAS KUWAIT 1798

E.O. 11652: N/A

TAGS: BEXP, TC, SA, KU, LE, BA, MU, QA

SUBJECT: TRADE MISSION: SPECIALIZED INDUSTRIAL AND  
TRANSPORTATION EQUIPMENT

REF: (A) STATE 82139 (B) KUWAIT 1769

1. EMBASSY BELIEVES BEST COLLECTION COMMENTS RE PROPOSED  
PRODUCT COMPOSITION SUBJECT TRADE MISSION CONTAINED IN  
MRO LOUGHLIN'S 1973 REPORT. IN KUWAIT COMPLICATING FACTOR IS  
THAT AMERICAN PRODUCTS THIS FIELD ALREADY DOING QUITE WELL,  
AND WE NOT SURE HOW MUCH INCREMENTAL SALES CAN BE GENERATED.  
QATAR MARKET MORE DIMINATED BY BRITISH SUPPLIERS, SO US FIRMS  
MIGHT HAVE CHANCE MAKE INROADS, ESPECIALLY IN ROAD MAINTENANCE  
EQUIPMENT; HOWEVER WE BELIEVE MARKET IN QATAR PROBABLY STILL  
TOO SMALL TO WARRANT EXPECTATION MAJOR SALES.

2. ASSUMPTION PARA 3 REFTEL CORRECT: WE HAD CONSTRUCTION  
APPLICATIONS IN MIND WHEN RECOMMENDING PORTABLE GENERATORS  
AND GENERATOR SETS; BELIEVE 500 WATTS ADEQUATE BUT WOULD  
HOPE MISSION MEMBERS WOULD BE ABLE RESPOND IF PARTICULAR  
CLIENT ASKED FOR LARGER CAPACITY.

3. THERE MANY PROJECTS IN ALL GULF POSTS FOR WHICH THERE MIGHT  
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BE APPLICATION PRODUCTS MENTIONED REFTEL. SUGGEST USDOC

REFER TO PROJECT LISTS WHICH HAVE BEEN FORWARDED WITHIN  
PAST SIX MONTHS.

4. REGARDING MISSION ITINERARY IN LOWER GULF, WE REALLY DO NOT  
BELIEVE MISSION WOULD BE AS PROFITABLE IN DOHA AS IT WOULD  
BE IN BAHRAIN. IT APPEARS BAHRAIN WILL HAVE AN INCREASING  
NEED FOR MATERIALS IN QUESTION, ESPECIALLY SINCE MAJOR DRY  
DOCK PROJECT NOW UNDER WAY. THEREFORE, WE RECOMMEND BAHRAIN BE  
SUBSTITUTED FOR QATAR. EMBASSY MANAMA CONCURS THIS RECOMMEN-  
DATION. (THIS WOULD NOT PRECLUDE SELECTED QATARIS FROM VISITING  
THE MISSION IN BAHRAIN.)

5. REGARDING PROPOSED MISSION STOP IN KUWAIT, OUR PREFERENCE  
WOULD BE TO HAVE SYSTEMS-ORIENTED MISSION, AS WE HAVE  
MENTIONED PREVIOUSLY AND HAVE DISCUSSED DURING RECENT VISITS  
HEARN AND WESTLEY, VISIT KUWAIT IN FALL IN PLACE OF SPECIALIZED  
INDUSTRIAL EQUIPMENT MISSION. IF THIS NOT POSSIBLE, WE WILL  
DO BEST WE CAN TO PROMOTE SUCCESS OF SPECIALIZED INDUSTRIAL  
EQUIPMENT MISSION.  
STOLTZFUS

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## Message Attributes

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